

## Risk and Margin Management

Please register me for the following workshop. \$25 fee will cover meal and room expense and is payable at the door. Please register 3 days prior to meeting.

Dec. 9 Wall Lake

Dec. 10 Dewitt

Dec. 13 Osage

Dec. 15 Estherville

Dec. 17 Waukon

\_\_\_\_\_  
Name

\_\_\_\_\_  
Address

\_\_\_\_\_  
City, State, Zip

\_\_\_\_\_  
Phone

\_\_\_\_\_  
E-mail address

**To register send this form or requested information:**

**Dec. 9 meeting** Carroll County Extension, 1205 West US Hwy 30, Ste G, Carroll IA 51401 Phone: 712-792-2364 Fax: 712-792-2366 [duncan@iastate.edu](mailto:duncan@iastate.edu)

**Dec. 13 meeting** Russ Euken 327 West 8th St., Garner IA 50428 641-923-2856 fax 641-923-3671 cell 641-231-1711 [reuken@iastate.edu](mailto:reuken@iastate.edu)

**Dec. 15 meeting** Emmet County Extension, 26 South 17 Street, Estherville IA 51334-2429 Phone: 712-362-3434 Fax: 712-362-5866 [rosfjord@iastate.edu](mailto:rosfjord@iastate.edu)

**Dec 10 or 17 meeting** Denise Schwab 501 First Ave , Vinton IA 52349 319-472-4739 Fax 319-472-5601 Cell 319-72-9624 [dschwab@iastate.edu](mailto:dschwab@iastate.edu)

**Questions? Contact Russ Euken 641-923-2856 (office) or 641-231-1711 (cell)**

## How is this workshop different from other types of risk management educational offerings?

1. **Controlling cost is just as important as protecting revenue.** Margin centers on the concept of protecting a profitable gross margin, because great revenues mean little when costs also are high.
2. **Know when the iron is hot.** Learn how to calculate a gross margin and set benchmarks that satisfy your risk tolerance. The online ISU Margin Tracker can help identify opportunities in the coming year.
3. **Practice your risk management skills in a market simulation.** Rather than focusing only on the math, the workshop uses a real world market simulation where participants make marketing choices along the way.
4. **Learning can be enjoyable.** Who would have thought a risk management workshop could be fun?

***Remember to preregister soon***  
***Mail, phone, fax, or e-mail to reserve your meal. At least 8 preregistrations to hold session. No more than 26 can participate at any location. Please preregister 3 days prior to date you wish to attend.***

... and justice for all

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IOWA STATE UNIVERSITY  
University Extension

## MARGIN AND RISK MANAGEMENT FOR CATTLE FEEDERS

Register now for your session because each site is limited to 26 participants. Registration form on back panel.

All sessions 9:30 am—2:30 pm

Dec. 9 Wall Lake Community Center, 209 W. 2<sup>nd</sup> St., Wall Lake IA

Dec. 10 Clinton County Extension office, 400 E. 11th Street, DeWitt IA

Dec. 13 Osage Coop Elevator, 216 Mechanic St., Osage IA

Dec. 15 Iowa Lakes Community College, 300 S. 18<sup>th</sup> St., Entrance #1 Room 74, Estherville IA

Dec. 17 Northeast Iowa Community College, Room 115, 1220 3rd Ave NW, Waukon IA

More workshops in southern Iowa in Jan.

**Hands-on Workshop** featuring a simulated fed cattle marketing and feeder cattle and corn purchasing experience. Make decisions using a projected margin between fed cattle and corn and feeder cattle along with learning about risk management tools .



## Workshop Objectives

### Education:

Learn about Livestock Gross Margin, Livestock Risk Protection Insurance, hedging and options.

### Resources:

Discover where to find best source of information.

### Application:

See how risk management tools work in simulated market situations.

### Implementation:

Practice using the tools to learn for on-farm use.

### Results:

Understand effects of using the tools and develop a plan for using these tools in your operation.

### Workshop speakers:

Shane Ellis, ISU Extension Ag economics

ISU Extension Beef Program Specialists



### Why should you attend?

Hands-on computer model simulation means you can practice using your risk management skills without risking your own assets.

*"This stuff is simpler than I thought it was."*

Learn why controlling cost is just as important as protecting revenue.

*"Now I know which strategies will work for me."*

All simulations are based on real market price fluctuations.

Workshop format stimulates creative thinking, interaction and good-natured competition among attendees.

*"Can we do the simulation thing again?"*



**LAND O LAKES<sup>®</sup>**  
**Feed**



**PURINA<sup>®</sup>**

### Get the most from the workshop — prepare prior to attending

Because the majority of time at each workshop will be spent in the year-long simulation phase using an on-site computer lab, attendees are strongly encouraged to visit the following web site prior to the workshop for links to informational video and written materials:

<http://www.econ.iastate.edu/margins/>

Beef Crush Margin description (pdf)

Margin Tracker: Follow the securable margins available for the next 16 months. (htm)

Historic Crush Margins: Gross margin protection strategies have worked in the past. (pdf)

Fee to attend is \$25. Part of workshop cost is sponsored by these businesses:

Dec. 9 360 Feeds LLC, Ralston

Dec. 10 River Valley Co-op, Eldridge

Dec. 13 Osage Farmers Co-op, Osage

Dec. 15 Land O Lakes Purina Feed,

Estherville

Dec. 17 Innovative Ag Services, Waukon